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The UNIX Software Market, 1989-1994

The rapid growth of activity and interest in UNIX markets and products is one of the leading stories of the information systems/services world in 1989.

INPUT has just completed a definitive study of this pivotal marketplace, based on in-depth interviews with key vendors of UNIX-oriented software and equipment.

The enclosed brochure describes the scope and contents of the report, which will be of considerable interest and value to vendors active in the UNIX environment, or considering this dynamic sector.

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Yours sincerely,



Robert L. Goodwin
Vice President



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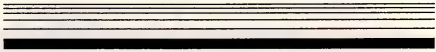
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Information Services Industry

The UNIX Software Market
1989-1994



The UNIX Software Market, 1989-1994

INTRODUCTION

This in-depth report presents INPUT's analysis of the U.S. market for the UNIX operating system. *The UNIX Software Market, 1989-1994* is organized to enable the reader to understand the key issues, trends, vendors, and user requirements.

HARDWARE VENDOR UNIX STRATEGIES

- Sun Microsystems
- Digital Equipment
- Unisys
- IBM
- National Advanced Systems
- Amdahl
- Hewlett-Packard
- Ultimate Corp.
- Nixdorf
- Apple

UNIX STRATEGY PROFILE CONTENT

- Product Name(s)
- Importance of UNIX
- Target UNIX Markets
- Target Industries
- Other Information

THE UNIX MARKET

Before discussing the UNIX market, a model of the software portion of the computer market is included, thus providing a simplified environment for analysis. The report discusses the size of the UNIX market in 1989 and presents forecasts through 1994 for the following segments:

- Mainframes
- Minicomputers
- Personal computers/workstations

One confusing aspect of the UNIX market is the various not-for-profit consortia influencing the market's direction. Profiles containing information such as the name, location(s), organization goals, work groups, and members are included for 12 UNIX-related consortia.

UNIX STRATEGIES FOR VENDORS

The report also contains vendor information on the following market segments:

- UNIX-derivative operating systems
- RDBMSs
- Fault-tolerant UNIX
- Real-time UNIX
- Graphical user interface software
- UNIX-based application development tools
- UNIX-based image processing systems

UNIX strategies for 10 hardware manufacturers are summarized and grouped in a matrix for easy comparison. As a bonus, this report includes a unique perspective on IBM's UNIX strategy.

UNIX strategies for four key UNIX vendors—AT&T, Microsoft, The Santa Cruz Operation, and Mt. Xinu—are discussed.

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INPUT provides planning information, analysis, and recommendations to managers and executives in the information processing industries. Through market research, technology forecasting, and competitive analysis, INPUT supports client management in making informed decisions.

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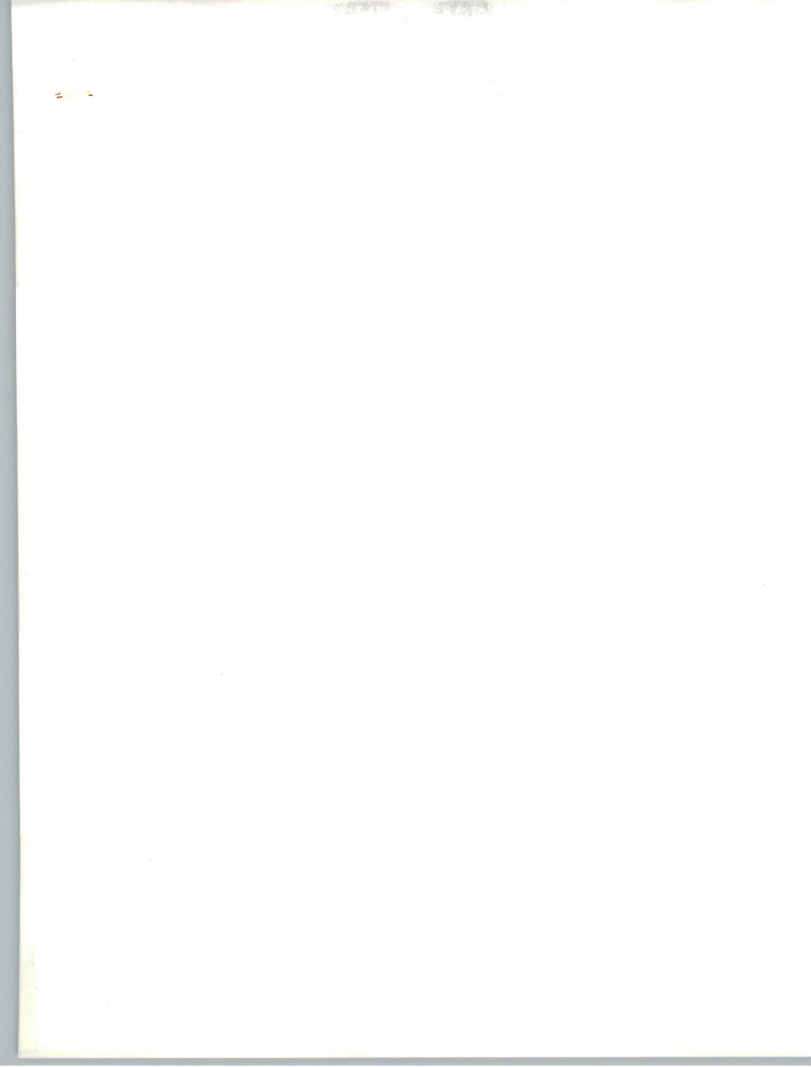
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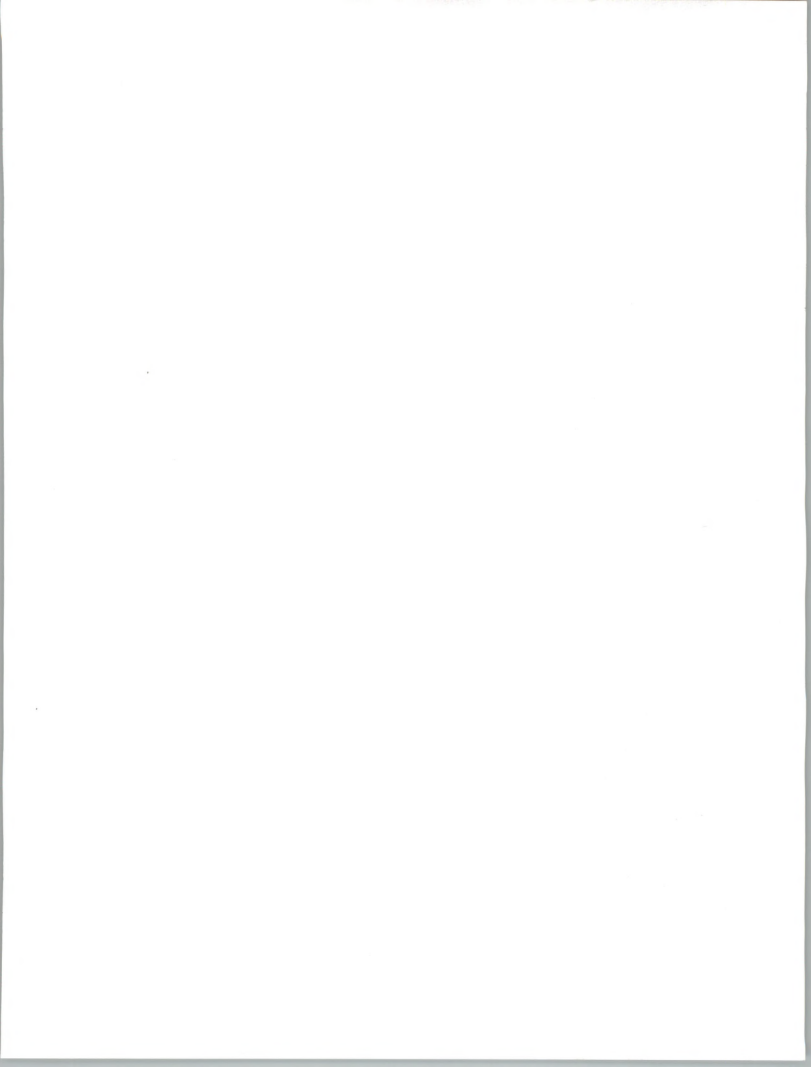
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INTERVIEWS WITH UNIX USERS AND SOFTWARE DEVELOPERS

Interviews with users of UNIX and software developers provided interesting comments on the realities of adapting UNIX. In addition, the report addresses:

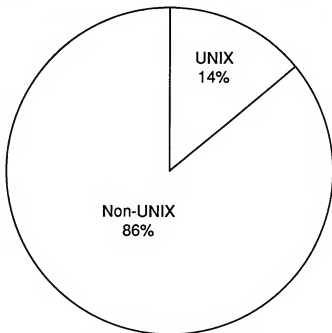
- Advantages and disadvantages of using UNIX
- Barriers to widespread acceptance of UNIX

CONCLUSIONS AND RECOMMENDATIONS

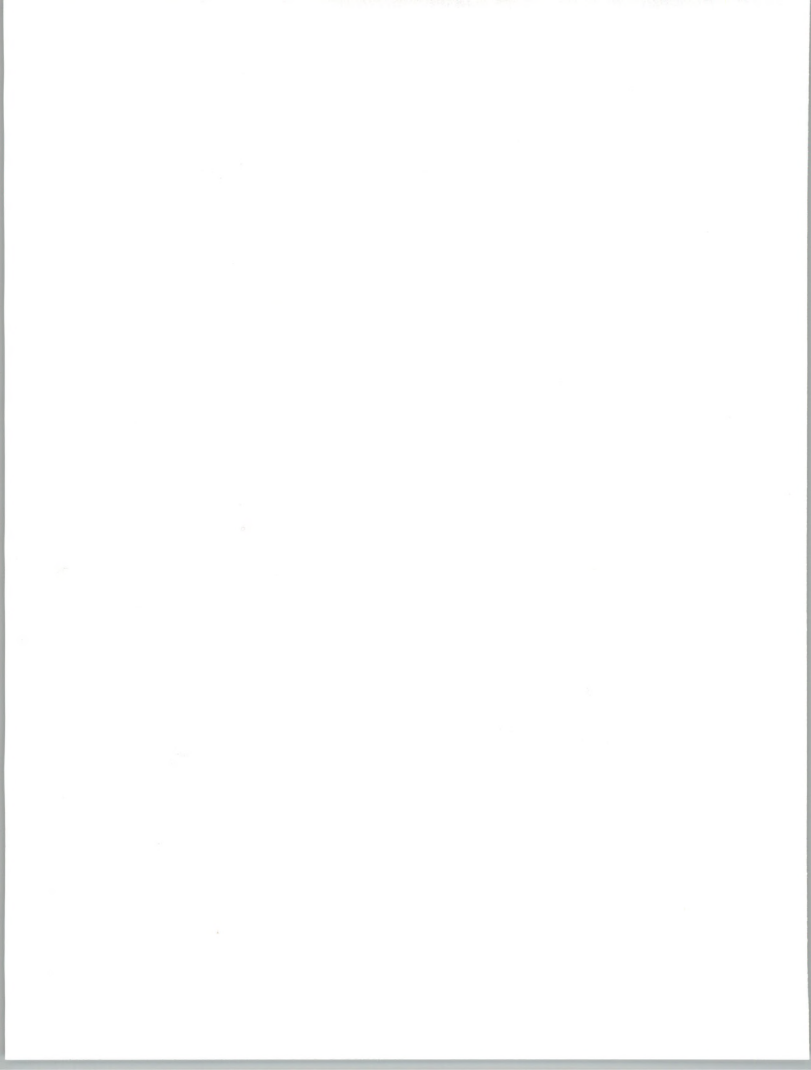
The final chapter includes:

- Conclusions about the UNIX market
- Vendor and user opportunities in UNIX
- Recommendations to UNIX vendors and users

UNIX VALUE OF TOTAL U.S. OPERATING SYSTEM MARKET, 1989




Total 1989 U.S. Operating System Market = \$5.6 Billion



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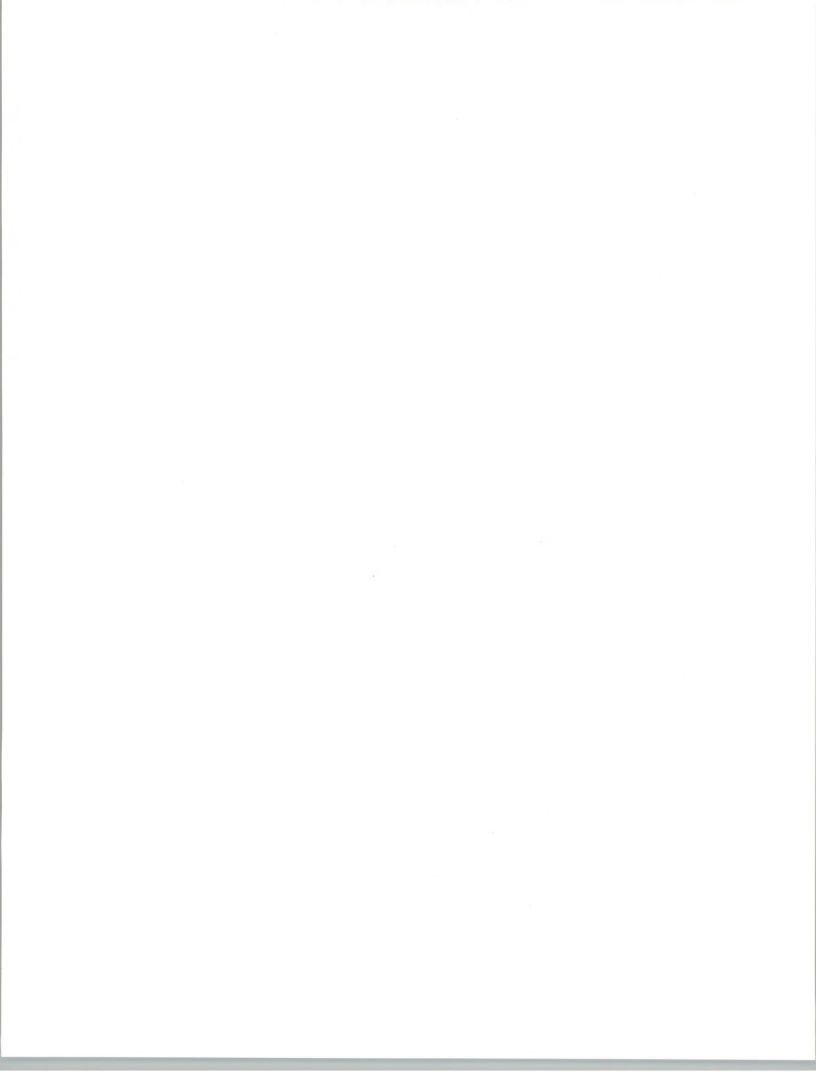
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